

Message Text

UNCLASSIFIED

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21

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AMCONSUL JOHANNESBURG

AMEMBASSY LONDON

UNCLAS GABORONE 0734

E. O. 11652: N/A

TAGS: BTIO, ETEL, BC

SUBJECT: AMERICAN FIRM IN TELECOMMUNICATIONS TENDER TO GOB

1. THREE BUSINESSMEN REPRESENTING PLESSEY TELECOMMUNICATIONS LIMITED (UK FIRM) VISITED EMBASSY ON JUNE 3. THEY TOLD EMBOFF THAT PLESSEY HAD BID TO SUPPLY GOB WITH NEW TELEX EXCHANGE SYSTEM. NEW SYSTEM TO BE FINANCED BY AFRICAN DEVELOPMENT BANK.

2. BUSINESSMEN STATED THAT IF PLESSEY WINS CONTRACT, AMERICAN FIRM ASTRODATA, INC. OF ANAHEIM, CALIF. WILL SUPPLY BULK OF EQUIPMENT. THEY FEEL THAT MAIN COMPETITION WILL BE SIEMENS, SUPPLIER OF CURRENT TELEX EXCHANGE SYSTEM, AND CIT, A FRENCH FIRM.

3. ACCORDING TO THE BUSINESSMEN, TENDER WAS NOT MADE PUBLIC IN BOTSWANA, BUT WAS ANNOUNCED INSTEAD BY UK CONSULTING FIRM IN UK. PLESSEY LEARNED OF IT QTE ONLY BY ACCIDENT UNQTE.
BOLEN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TELECOMMUNICATION, PROPOSALS (BID), CONTRACTS
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Copy: SINGLE
Draft Date: 05 JUN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
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Handling Restrictions: n/a
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